

Message Text

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PAGE 01 STATE 046945

51

ORIGIN NEA-12

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USDOC/BIC - MR. GILPATRICK (SUB)

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FM SECSTATE WASHDC

TO AMEMBASSY NICOSIA PRIORITY

INFO USDOC WASHDC

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E.O. 11652: N/A

TAGS: BBAK, CY

SUBJECT: REQUEST FOR INFORMATION ON LOUIS BERGER, INC.

REF: NICOSIA 396

1. ACCORDING IBRD SOURCES, SEVERAL BIDDERS FOR HIGHWAY PROJECT FEASIBILITY STUDIES WERE HIGHLY COMPETITIVE IN TERMS OF QUALITY AND EXPERIENCE. IBRD RATED HANLEY, HUGHES AND BOSBEY FIRST AMONG COMPANIES COMPETING FOR THIS PROJECT, WHILE THE GOC PUBLIC WORKS COMMITTEE, IN A SEPARATE EVALUATION, RATED BERGER FIRST. AS FINAL RATING WAS VIRTUAL TOSS-UP, IBRD ACCEDED TO GOC ASSESSMENT OF FIRMS' QUALIFICATIONS.

2. USDOC CONFIRMS THAT LOUIS BERGER, INC. IS WELL AND FAVORABLY KNOWN AND THAT IT HAS HAD EXTENSIVE EXPERIENCE WORKING ON FOREIGN PROJECTS.

3. SINCE GOC (AND NOT IBRD) APPEARS TO HAVE BEEN CHIEFLY RESPONSIBLE FOR BERGER'S TOP RATING, SUGGEST THAT POST, IN MAKING PITCH IN SUPPORT OF BERGER, SHOULD NOT EMPHASIZE IBRD'S POSITION IN THIS MATTER. KISSINGER

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Message Attributes

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Disposition Authority: morefirh
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